

Message Text

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ACTION ARA-10

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FM AMEMBASSY GUATEMALA
TO USDOC/WASHDC
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UNCLAS GUATEMALA 5257

USDOC FOR BIC/OED/MEPD

EO 11652: NA

TAGS: BTIO, BEXP, GT

SUBJ: MAJOR EXPORT PRODUCT OPPORTUNITY, EARLY WARNING,
PUBLICATION OF TENDER FOR \$26 MILLION PURCHASE OF TELEPHONE
EQUIPMENT EXPECTED SHORTLY IN GUATEMALA

1. SOLICITATION OF BIDS FOR FIRST PHASE OF GUATEMALA'S TELE-
COMMUNICATIONS PLAN 1975-78 IS NOW EXPECTED TO BE MADE WITHIN
NEXT 4 WKS. GUATEMALAN NATIONAL TELEPHONE CO., GUATEL,
HAS \$26 MILLION LOAN FROM WORLD BANK FOR PROJECT WHICH IT PLANS
TO USE TO PURCHASE EQUIPMENT TO EXPAND NATIONAL TELEPHONE
SYSTEM BY 60,000 LINES. TOTAL COST OF PROJECT EXPECTED TO
BE \$45 MILLION.

2. ACCORDING TO LOCAL US INDUSTRY SOURCE, TENDER WILL PROBABLY
BE IN FIVE PARTS, ALLOWING SEPARATE BIDDING FOR EACH PART.
PARTS ARE:

- 1) SIX TELEPHONE EXCHANGES OF 10,000 LINES EACH,
- 2) CABLES AND OUTSIDE EQUIPMENT,
- 3) TELEPHONE SETS,
- 4) TELEPRINTERS FOR ALREADY PURCHASED TELEX SYSTEM.
- 5) APPROX 500 PUBLIC PAY TELEPHONES AND BOOTHS.

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OF 60,000 LINES, 30,000 WILL BE FOR EXPANSION OF ALREADY
PURCHASED BUT NOT YET INSTALLED NIPPON ELECTRIC CO. (NEC)
EXCHANGES. REMAINDER WOULD BE FOR SEPARATE EXCHANGES.
GUATEMALA JUST NOW SWITCHING OVER TO NEC CROSS-BAR TYPE
EXCHANGES AND PROBABLY WOULD BE RELUCTANT TO GO TO FULL
ELECTRONIC EXCHANGES.

SOURCE ADDED THAT FIRMS ARE EXPECTED TO GET 90 DAYS TO
RESPOND TO TENDER AND GUATEL WILL PROBABLY MAKE DECISION
ON WINNER IN ADDITIONAL 90 DAYS. HOWEVER PAST, EXPERIENCE
SHOWS ACTUAL PURCHASE MAY NOT COME FOR ANOTHER 6 MOS.

3. EMBASSY COMMENT:

WE ARE TOLD BY GUATEL THAT ALL FIRMS WISHING TO BID ON
THIS PROJECT MUST HAVE LOCAL REP OR BRANCH.
THEREFORE, WE URGE ANY FIRM CONSIDERING BIDDING TO APPOINT
REP AS SOON AS POSSIBLE.

US FIRMS SHOULD BE AWARE THAT NIPPON ELECTRIC WILL HAVE
INSIDE TRACK, HAVING WON ALMOST ALL CONTRACTS IN RECENT
YRS FOR EXPANSION OF GUATEL SYSTEM. BEST CONTACT AT GUATEL FOR
DETAILS OF PROJECT IS:
ING. ENRIQUE SAPAROLLI, PROJECTS GENERAL
COORDINATOR
EMPRESA GUATEMALTECA DE TELECOMUNICACIONES
GUATEL-7A. AVENIDA Y 12 CALLE, ZONE 1
GUATEMALA, GUATEMALA.
MELOY

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